Vendor management includes all those activities associated with selecting, authorizing, training, monitoring, and investigating the State agency's vendor population for the purpose of reducing fraud and abuse in the WIC Program food delivery system.

- A. Vendor Selection and Authorization -7 CFR 246.4(a)(14)(i), (ii), and (iii): identify the types of food delivery systems used in the State's jurisdiction, describe, if used, the State agency's limiting criteria, describe the State agency's selection criteria, attach a sample vendor agreement, and describe, if applicable, the supervision and instruction the State agency provides to local agencies to which vendor agreement signing has been delegated.
- B. Vendor Training 7 CFR 246.4(a)(14)(xi): describe State and local agency procedures for training WIC Program vendors and for documenting all relevant training.
- C. High-Risk Vendor Identification Systems 7 CFR 246.12(j)(3): describe the policies and procedures for monitoring and identifying high-risk vendors through the use of vendor peer groups, food instrument redemption screening and analysis of overcharging, the use of price lists, and a system for tracking complaints. This section may be submitted separately because it is no longer a State Plan requirement but must still be approved by FNS.
- D. Routine Monitoring 7 CFR 246.4(a)(14)(iv): describe the methods and scope of on-site routine monitoring activities and the criteria used to select vendors for routine monitoring.
- E. Compliance Investigations 7 CFR 246.4(a)(14)(iv): describe the investigative practices and procedures used to conduct both compliance buys and inventory audits for the purpose of detecting, tracking, and documenting vendor noncompliance with program requirements.
- F. Vendor Sanction System 7 CFR 246.4(a)(14)(iii): attach a copy of the State agency's sanction schedule and describe, if applicable, any option exercised under  $\S$  246.12(l)(1)(i) regarding trafficking convictions.
- G. Administrative Review of State Agency Actions 7 CFR 246.4(a)(14)(iii): describe the procedures for conducting both full and abbreviated administrative reviews.
- H. Coordination with the Food Stamp Program 7 CFR 246.4(a)(14)(ii), (iv) (xxv): describe the methods and procedures used to coordinate the monitoring and sharing of information on vendors who participate in both the WIC Program and the Food Stamp Program.
- I. Staff Training on Vendor Management 7 CFR 246.4(a)(14)(ii), (iii), (iv), and (xi): describe the distribution of responsibilities and activities of those individuals at both the State and local levels who are involved in vendor management activities.

### VENDOR MANAGEMENT Vendor Selection and Authorization

## A. VENDOR SELECTION

1.	Number and Distribution of Authorized Vendors		
	a.	The State agen	cy uses limiting criteria to limit the number of vendors it
		Yes	⊠ No
	b.	Vendors/loc Vendors/loc Vendors/loc Vendors/ge	the type of criteria used: ticipant ratio cal agency or clinic ratio cal service area or county ratio ographic area (e.g., number per mile, city block, zip code) te agency staff ratio ify):
		ONAL DETAIL: ocedure Manual	Vendor Management Appendix (cite):
2.	Ve	endor Application	n Periods
		On an on-going Annually Every two years Every three year Other (specify):	
		ONAL DETAIL: ocedure Manual	Vendor Management Appendix (cite):
3.	Ve	endor Selection a	nd Authorization
a.	inc	clude: A competitive p Vendor WIC red A State	on criteria used to select vendors for program authorization rice criterion based on: applicant price lists demption data agency standard drawn from a price survey
	$\boxtimes$	Other (s	ard drawn from another source pecify): ety and quantity of supplemental foods criterion that is:

b.

c.

Vendor Selection and Authorization

Statewide	
Peer group specific	С
Other (specify):	
A business integrity criterion  No history officers, or man activities listed  No history judgements  Lack of property Country Country  Lack of a country penalty  A location necessary to enterpretable of a minimum  Redemption of a minimum  Satisfactory compliance with Certification by an approved  Proof of authorization as an	y, during the past six years, among the vendor's owners, magers of criminal convictions or civil judgements for in 7 CFR 246.12(g)(3)(iii) of other business-related criminal convictions or civil revious WIC sanctions ecify):lack of history of pgm violations current Food Stamp Program disqualification or civil
Hours of operation which	meet State Criteria (specify):
Other criteria (specify):	
☐ Not applicable (explain):  On site presutherization vis	sits are conducted to verify information received during
the application process:	sits are conducted to verify information received during
by SA by LA	
	For vendors at initial authorization For all vendors at authorization/reauthorization
by vendor applicants regard	verifies with the FNS field office information provided ling the status of their Food Stamp Program retailer
authorization  Yes	⊠ No

Vendor Selection and Authorization

ADDITIONAL DETAIL: Vendor Management Appendix and/or Procedure Manual (cite): Rule 31.32			
4.	Vendor Peer Groups		
a.	Vendors are assigned to peer ⊠ Yes	groups for selection/authorization: No	
b.	Peer groups are based on the  WIC sales volume  Gross food sales vol  Number of cash reg  Square footage of st  Other (specify):	isters	
c.	-	te agency's peer groupings (e.g., supermarkets, tores, convenience stores, etc.):	
	Peer Groups	<b>Description</b>	
	1 2 3 4	\$0-\$1,999.99 monthly WIC \$ volume \$2000-\$5,999.99 mon. WIC \$ volume \$6000-\$19,999.99 mon.WIC \$ volume \$20,0000 or greater	
d.	apply:  Local agency service City, county or region Urban/suburban/rura Zip codes	onal divisions	

ADDITIONAL DETAIL: Vendor Management Appendix and/or Procedure Manual (cite): Rule 31.32, 31.33, 31.34, 31.35

Vendor Selection and Authorization

## 5. Vendor Agreements

$\sim$	ne following reflect the State agency's vendor agreement practices:
	All vendors have a written agreement with the State agency
$\geq$	A standard vendor agreement is used statewide
$\geq$	Vendor agreements are subject to the State's procurement procedures
	A nonstandard vendor agreement is used for:
	Military commissaries
	Pharmacies that only provide exempt infant formula and/or WIC-eligible
	medical foods
	All pharmacies
	Home food delivery contractors
	Mobile stores
	Other (specify):
$\geq$	Vendors are authorized for a period of up to one year
	Vendors are authorized/reauthorized under renewable agreements, provided no
ve	ndor violations occurred during the previous vendor agreement period
$\geq$	All vendors are provided at least 15 days advance written notice of the expiration
of	the vendor agreement
$\geq$	Other (specify): Reauthorized even if violation occurred if violations did not reach level
of	a pattern
ag	addition to the requirements in 7 CFR 246.12(h)(3)(i)-(xxv), the vendor reement includes:  Periodic submission of vendor price lists. If so, specify frequency Annually
	<ul> <li>Maintenance of records in addition to the required inventory records. If so, specify types of records</li> <li>Submission of food instruments within a shorter timeframe than required by program gulations. If so, specify timeframe</li> <li>Redemption of a minimum number/volume of food instruments</li> <li>Minimum hours of operation</li> <li>Other (specify): Must maintain average WIC \$ volume of at least \$300/month</li> </ul>

### VENDOR MANAGEMENT Vendor Selection and Authorization

Please attach a copy of the Vendor Agreement or provide the appropriate Procedure Manual reference below.

ADDITIONAL DETAIL: Vendor Management Appendix Vendor Agreement and/or Procedure Manual (cite): Rule 31.32, 31.33, 31.34, 31.35

## **B. TRAINING OF VENDORS**

## 1. Vendor Training - General

1.	Annual vendor training covers the following content:
	Purpose of the WIC Program
	Supplemental foods authorized by the State agency
	Minimum varieties and quantities of supplemental foods that must be stocked
	Procedures for transacting and redeeming food instruments
	∀ Vendor sanction system
	∀ Vendor complaint process
	Changes in program requirements since the last training
	Recordkeeping requirements
	Replacement food instruments
	Participant complaints
	∀ Vendor requests for technical assistance
	Reauthorization
	Reporting changes of ownership, location, or cessation of operations
	Procedures for appeal/administrative review
	Training employees
	WIC/FSP sanction reciprocity and information sharing
	Other (specify):
	Vendors or vendor representatives receive training on the following occasions
	and/or through the following materials (check all that apply):
	On-site (in-store) meetings/conferences
	☐ Off-site meetings/conferences
	During routine monitoring visits (e.g., educational buys)
	When specialized technical assistance is requested
	Written materials (e.g., newsletters)
	Audiotapes or videotapes
	Teleconference or videoconference
	Vendor hotline
	State or local agency website
	Other (specify):
	The following method(s) are used to evaluate the effectiveness of vendor training
	(check all that apply):
	Evaluation forms provided with training materials
	Pre-tests and/or post-tests regarding vendor policies, procedures, and practices

VEND	OR MANAGE	MENT
Training	g of Vendors	
	Educationa Record rev	riews eedback from vendors and/or participants able
	FIONAL DET	AIL: Vendor Management Appendix anual (cite):
2.	<b>Delegation</b> of	Vendor Training
a.	The State age  Its local ag  A contracte	
I.	VENDOR M.	ANAGEMENT
B. VE	NDOR TRAI	NING
		association/representative, specify ate agency, specify able
b.	Indicate the frequency at which the <u>State agency</u> performed the following activities during the past fiscal year:	
	Times/ FY	Activity
		Provided comprehensive training materials to delegated trainers  Provided instruction on vendor training techniques to delegated trainers  Monitored performance of delegated trainers to ensure the uniformity and quality of vendor training  Not applicable  Other (specify):

**ADDITIONAL DETAIL: Vendor Management Appendix and/or Procedure Manual (cite):** 

3. Documents for and Documentation of Vendor Training

Training of Vendors

a.	The State agency or the entity to which it delegates vendor training documents the content of and vendor participation in annual vendor training:  ☐ Yes ☐ No
<b>b.</b>	Vendors or vendor representatives are required to sign an acknowledgement of
	training when they have received the following types of training (check all that apply):
	☐ Educational buys ☐ Monitoring visits
	Remedial training  Other (specify): <b>Teleconference trainings</b>
c.	The State agency produces a Vendor Handbook:
	∑ Yes
	□ No
	If yes, provide in Vendor Management Appendix or cite Procedure Manual Reference.
	TIONAL DETAIL: Vendor Management Appendix Cashier Training Manual Procedure Manual (cite):

# C. HIGH RISK IDENTIFICATION SYSTEMS

1.	Vendor Complaints
a.	The State Agency has a formal system for receiving complaints about vendors:  No Yes, complaints are received through the following:  A toll-free number handled by State agency staff  A standard complaint form which the complainant sends to the  State agency  Local agency or clinic  Other (specify):
ADD	ITIONAL DETAIL: Vendor Management Appendix
and/o	or Procedure Manual (cite):
2.	Identifying High-Risk Vendors
a.	What criteria does the State agency use to identify high-risk vendors:  ☐ Low-variance ☐ High-mean value ☐ New vendor ☐ Complaints against vendors ☐ Other (specify): WIC \$ volume; WIC \$volume by register; high variance for contract infant formula; vendor type (e.g. WIC-only)
<b>b.</b>	Identify the frequency for generating high-risk vendor reports:    ☐ Monthly ☐ Annually   ☐ Quarterly ☐ No set schedule   ☐ Semiannually ☐ Other (specify):
c.	Check below the type of food instruments used in the high-risk vendor analysis:  A full monthly food package for a:  Woman Infant Child  Other (specify):  Standard food instrument type with multiple food items (e.g., milk, cheese, and cereal)
	Standard food instrument type with a single food item
	Constructed food instrument (State agencies with nonstandard food instruments)

High Risk Identification Systems

	Other (specify): food type e.g. cereal, cheese, juice, infant formula	
d.	To perform the high-risk vendor analysis, the State agency's system aggregates a vendor's redemptions over the following time period:  1 month 2 months 3 months 4 months 5 months 6 months Other (specify):	
e.	Vendor redemption patterns are generally compared to:  ☐ Applicable peer group patterns ☐ All vendors' patterns Statewide ☐ Other (specify): Regionally 11 regions	
ADDITIONAL DETAIL: Vendor Management Appendix and/or Procedure Manual (cite): WV: 1.0		

## D. ROUTINE MONITORING

1.	Routine Monitoring Visits
a.	Routine monitoring visits are conducted by:  State agency staff Local agency staff Other (specify):
b. WIC 1	Identify the activities performed during a routine monitoring visit:  ☐ Verify whether the vendor meets the stocking requirements for minimum variety and quantity of supplemental foods ☐ Check the vendor's inventory of supplemental foods and/or inventory records ☐ Obtain the vendor's shelf prices and/or validate the vendor's price list ☐ Review food instruments in the vendor's possession for vendor violations ☐ Compare food instruments in vendor's possession with shelf prices to test for vendor overcharges ☐ Observe food instrument transactions ☐ Conduct an educational buy ☐ Interview manager and/or employees ☐ Review employee training procedures ☐ Conduct annual vendor training or provide vendor with annual training materials ☐ Examine the sanitary conditions of the store ☐ Other (specify): Check for WIC approved shelf labels, expiration dates, improper use of
c.	Generally, routine monitoring visits are conducted:  Annually  Twice a year  Other (specify):
d.	The following procedures are used in determining whether a vendor is selected for a routine monitoring visit (check all that apply):  Random selection  Periodic/scheduled review  Periodic/scheduled training  Other (specify):
	TIONAL DETAIL: Vendor Management Appendix r Procedure Manual (cite): WV: 1.0

Compliance Investigations

- I. VENDOR MANAGEMENT
- E. COMPLIANCE INVESTIGATION
- 1. Investigative Practices

a.	The State agency conducts:
	Compliance buys (a covert, on-site investigation in which a representative of the Program poses as a participant, parent or caretaker of an infant or child participant, or proxy transacts one or more food instruments, and does not reveal during the visit that he or she is a Program representative.)
	Inventory audits (the examination of food invoices or other proofs of purchase to determine whether a vendor has purchased sufficient quantities of supplemental foods to provide participants the quantities specified on food instruments redeemed by the vendor during a given period of time.)
	Not applicable (Proceed the to next section.)
<b>b.</b>	The following procedures are used to determine which vendors are selected for a compliance investigation (check all that apply):  Vendor is identified by the high-risk vendor identification criteria  Random selection  Geographical considerations  Volume of WIC redemptions  Participant complaints  Other (specify):
c.	The State agency uses standard procedures for conducting and documenting compliance buys and inventory audits:  ☐ Yes. If yes, please provide the guidelines in the Vendor Management Appendix or cite the Procedure Manual reference: WV: 1.0  ☐ No
d.	The results of compliance investigations are used to assess the effectiveness of the State agency's high-risk vendor identification criteria:  Yes  No
	If yes, check the items below that describe how the results of compliance investigations are used to assess the effectiveness of high-risk vendor identification criteria:

Compliance Investigations

	<ul> <li>□ An assessment is conducted on the prevalence of vendor violations detected during compliance investigations of high-risk vendors versus the prevalence of vendor violations detected during compliance investigations of non-high-risk vendors.</li> <li>□ A high-risk vendor identification criterion is discarded if compliance investigations of high-risk vendors identified by the criterion result in no vendor violations after months.</li> <li>□ Investigative procedures and training are reevaluated if compliance investigations of high-risk vendors result in the detection of no vendor violations.</li> <li>□ Other (specify):</li> </ul>
	ΓΙΟΝΑL DETAIL: Vendor Management Appendix Procedure Manual (cite): WV: 1.0
2.	Compliance Buys
a.	<ul> <li>The State agency conducts the following types of compliance buys:</li> <li>☐ Trafficking buys (exchanging food instruments for cash)</li> <li>☐ Safe buys (transacting food instruments for all food items listed to see if the vendor will overcharge)</li> <li>☐ Short buys (transacting food instruments for fewer food items than those listed to see if the vendor will charge for food items not received)</li> <li>☐ Major substitution buys (exchanging food instruments for non-food items or unauthorized food items that are not similar to those listed)</li> <li>☐ Minor substitution buys (exchanging food instruments for unauthorized food items that are similar to those listed)</li> <li>☐ Other (specify): attempt to leave countersignature blank</li> </ul>
<b>b.</b>	Compliance buys are usually conducted by:  WIC State agency staff WIC local agency staff State investigators Investigators retained on a contract basis (e.g., Pinkerton, Wells Fargo) Interns, neighborhood residents, or program participants employed by WIC Another WIC State agency Other (specify):
с.	Who is responsible for ensuring the proper execution of and follow-up on compliance buys:  ☐ WIC State agency vendor manager ☐ WIC local agency manager ☐ State investigators ☐ Contractor

	OOR MANAGEMENT iance Investigations					
Compi						
	☐ Another WIC State agency ☐ Other (specify):					
d.	If no vendor violations are detected, how many compliance buys does the State agency conduct before closing a compliance investigation:  One Three Other (specify):					
e.	If the State agency conducts a standard number of compliance buys per compliance investigation, what is the basis for the prescribed number of buys:  State law or regulation  State agency policy or procedure  Level of evidence necessary to impose vendor sanctions  Legal counsel's advice  Other (specify):					
	TIONAL DETAIL: Vendor Management Appendix r Procedure Manual (cite): WV: 1.0					
3.	Estimate the cost for conducting compliance buys, excluding expenses related to the vendor appeals/administrative review process:  \$ 140					
	TIONAL DETAIL: Vendor Management Appendix r Procedure Manual (cite): WV: 1.0					
4.	Inventory Audits (If inventory audits are not performed, go to Question 5)					
a.	The following factors are used to determine which vendors selected for compliance investigations will receive inventory audits rather than/or in addition to compliance buys:  Vendor has highest risk based on State agency's high-risk identification criteria Suspicion of vendor exchanging cash for food instruments (trafficking) Inconclusive compliance buy results Complaints Other (specify): observed low stock compared with WIC \$ volume					
<b>b.</b>	The State agency conducts the following types of inventory audits:  On-site inventory audits					

Compliance Investigations

State agency investigations

Local agency investigations

	<ul> <li>State agency inventory audits (vendor sends records to State agency)</li> <li>Local agency inventory audits (vendor sends records to local agency)</li> <li>Other (specify):</li> </ul>					
с.	Inventory audits are conducted by (check all that apply):					
ADDITIONAL DETAIL: Vendor Management Appendix and/or Procedure Manual (cite): WV: 1.0						
5.	Compliance Buy/Inventory Audit Tracking System(s)					
a.	The State agency has a means of recording and tracking staff person hours devoted to investigation activities:  ☐ Yes ☐ No ☐ Not applicable					
b.	The State agency has an automated system for tracking investigations that monitors the progress and status of each compliance investigation:  Yes  No Not applicable					
ADDITIONAL DETAIL: Vendor Management Appendix						

ADDITIONAL DETAIL: Vendor Management Appendix and/or Procedure Manual (cite): WV: 1.0

**Vendor Sanction System** 

## F. VENDOR SANCTION SYSTEM

Please attach and/or reference the location the State agency's vendor sanction schedule.

**ADDITIONAL DETAIL: Vendor Management Appendix** 

and/or Procedure Manual (cite): WV: 1.0

State WIC regulation

Other (specify):

#### **Coordination with the Food Stamp Program**

### G. VENDOR APPEALS/HEARINGS

4		e	A 1		• 4	4 •	T		
1.	<b>Types</b>	Λt	$\Delta$ $\alpha$	mır	nictr	'afiv <i>e</i>	, K	COLOR	XX/C
<b>.</b> .	I A DCS	VI.	4 A U		11311	aur	, 11	10 1 IC	77 13

The State agency conducts which types of administrative reviews of vendor appeals for the adverse actions listed below. (Check all that apply):

	Informal	Abbreviated	Full			
	Desk	Admin	Admin			
	Reviews	Reviews	Review	VS		
			$\boxtimes$	Denial of due to competitive price or		
				minimum stocking selection criteria		
			$\bowtie$	Denial due to business integrity or current		
				FSP DQ or CMP		
				Denial based on limiting criteria		
	Ħ	Ħ	$\square$	Denial due to State agency selection criteria		
	Ħ	H		Denial due to application outside timeframe		
	H	H	$\square$	DQ for WIC violations		
	H	H		DQ for Food Stamp Program DQ		
	H	H	H	DQ for Food Stamp Program CMP		
	H	H	$\forall$	Other WIC Sanctions, e.g., fine or CMP		
	H	H				
				Termination of vendor agreement for cause		
I.	VENDOR MA	ANAGEMEN'	Γ			
G. ADMINISTRATIVE REVIEW OF STATE AGENCY ACTIONS						
ADDITIONAL DETAIL: Vendor Management Appendix and/or Procedure Manual (cite):						
2.	Administrative Review Procedures					
a.	The State has a law or regulation governing WIC administrative reviews:  ☑ State administrative procedures act					
		ertaining to WIC	•			
	State health department law					
	State health department regulation					

### **Coordination with the Food Stamp Program**

b.			strative reviews of WIC vendor appeals take place:
	WIC local	•	
	WIC State	agency	
	State healt	h department	
	Other (spec	cify):	
с.	Administrativ	ve reviews are	conducted by:
	Hearing of	ficers	
	Administra	ative law judges	
	Other (spec	cify):	
d.	The following	g procedures aı	re followed for administrative reviews:
	Abbreviated	Full	
	Admin	Admin	
	Review	Review	
			Opportunity for vendor to examine evidence prior to review
		$\bowtie$	Opportunity for vendor to reschedule review date
			Opportunity for vendor to present its case
			Opportunity for vendor to be represented by counsel
		X	Opportunity for vendor to present witnesses
		X	Opportunity for vendor to cross-examine witnesses
			Presence of a court reporter or stenographer
		$\overline{\boxtimes}$	An impartial decision-maker, whose decision is based
			solely on whether the State agency correctly applied
			Federal and State statutes, regulations, policies,
			procedures
		$\boxtimes$	A written decision within 90 days from request for
			review
			Other (specify):
			Cuter (Speeny).
e.	Check the pa	rty(ies) below	who may present the State agency case during a full
	administrativ	•	
	WIC staff	person assigned	I to case
		agency vendor	
		<i>5 5</i>	

#### I. VENDOR MANAGEMENT

#### G. ADMINISTRATIVE REVIEW OF STATE AGENCY ACTIONS

# VENDOR MANAGEMENT **Coordination with the Food Stamp Program** WIC State agency director Legal counsel (State Attorney General or General Counsel's office) Legal counsel (paid by WIC Program funds) Other (specify): Please attach and/or reference the location the State agency's administrative review procedures. **ADDITIONAL DETAIL: Vendor Management Appendix** and/or Procedure Manual (cite): Rule 31.36 H. COORDINATION WITH THE FOOD STAMP PROGRAM (FSP) 1. **WIC/FSP Information Sharing** An information sharing agreement between the WIC State agency and the FSP a. is in effect, as per FNS Instruction 906-1, and is maintained at the State agency: X Yes No If yes, an updated list of authorized vendors is sent to the FNS field office: Once a year Regularly, at intervals of less than one year (specify): Periodically, as changes occur Upon request Other (specify): b. State agency compliance investigators coordinate their activities with their FSP counterparts: $\boxtimes$ No Yes State statute, regulations, or procedures restrict the disclosure WIC vendor c. and FSP retailer information to those permitted under 7 CFR 246.26(e) and (f): Yes (specify): procedures No ADDITIONAL DETAIL: Vendor Management Appendix

21

and/or Procedure Manual (cite):

#### **I. STAFFING AND STAFF TRAINING**

1. Check below the routine formal training available to State and local level staff in vendor management practices:

State	Local	Other (contractor)			
	ceify):		Vendor selection and authorization Vendor training Routine monitoring Compliance investigations Inventory audits Corrective actions and sanctions Criminal investigations Vendor appeals/administrative reviews Federal and/or State WIC regulations Prevention of vendor fraud and abuse WIC/Food Stamp information sharing High-risk vendor identification Vendor management MIS system Not applicable		

**ADDITIONAL DETAIL: Vendor Management Appendix and/or Procedure Manual (cite):**